

Helping Ohioans with
Healthcare Benefit
Choices



UPDATE

December 2019

A Note from Your OAHU President

On January 16th, we had a board meeting in Columbus. Our main topic of discussion was how we, as a State Board, can better support our local chapters. We discussed meeting sponsorships, co-op funds for local events and our largest supporter, CareWorks. We receive money from this relationship each year, based upon YOUR sales efforts to your clients. This year we saw a reduction in the number of members selling their special rating programs. In turn, that reduced the revenue shared with your chapters. We decided as a board that we would make certain you, our members, are well aware of what CareWorks can do to help you round out your services. Stay tuned to your local chapter meeting emails for opportunities to learn more about the program.

We also discussed a new program we are rolling out soon. MedPut is a new partner that can help you offer your clients interest free loans to cover medical costs. As a member of OAHU, you will have better access to the folks that run this program. The benefit also pays commissions, directly to you. Stay tuned for more information to follow. They will be providing CE meetings in your locals to go over the program.

Don't forget about our membership contest, going on until February 14th. See details below in this newsletter.

Many of us will be heading down to Washington D.C. at the end of February for NAHU's annual Capitol Conference. This is our chance to get in front of our congressional leaders to talk about what's important to us and our clients. There is still time to sign up and attend this great event. Go to www.NAHU.org and see what you could be missing!

Ingrid

QUICK LINKS

[OAHU Membership Application](#)
[OAHU Strategic Plan](#)
[OAHU Bylaws](#)
[OAHU Policies and Procedures](#)
[NAHU Certifications / Designations](#)



SAVE THE DATE

NAHU Capitol Conference
February 24-26, 2020
Hyatt Regency on Capitol Hill
Washington, DC 20001

AROUND THE STATE

COLUMBUS
www.columbusahu.org

Recover, Regroup & Recharge
January 23, 2020
[More Information](#)

EARN A \$200 VISA GIFT CARD!



MEMBERSHIP DRIVE

Start off the **ROARING TWENTIES**
with some **EXTRA GOLD**
in your pocket!

Now until February 14, 2020,
current members will receive
\$200 for every four new
members they recruit.
(New members must list you as a sponsor)

NAHU SINGLE-PAYER HEALTHCARE CERTIFICATION COURSE

Tuesday, February 11, 2020 / 9:30 AM to 1:45 PM / Mansfield, Ohio 44902

A look at the structure and consequences of a single-payer system so you can better understand what is out there and how to educate your clients.

Members of Congress are discussing whether a single-payer system, such as in Canada and other countries, would be the way to achieve universal coverage in the United States. Some of the proposals being considered may look similar to systems we have today, but are still single-payer systems or a pathway to single payer. Would you recognize a single-payer system? These systems exist all over the world and we can learn from those that are already in existence. This issue is not only an issue of political contention, but one that is being broadly discussed on an ongoing basis.

It is critical for health insurance professionals to understand what a single-payer system would mean for their families, clients and country. This three-hour course provides in-depth instruction from Dave Mordo on the importance of the overall functioning of healthcare delivery and financing in the United States, the structure of single-payer systems in other countries, and detailed information on legislation that has been introduced in Congress or proposed by political candidates. It also includes important references for supplemental reading, continuing education credits and a final exam.

Cost to attend: OAHU Member - \$120 / Non-Member - \$250

Cost includes course and lunch. Regular cost through NAHU is \$165 and does not include lunch. Non-Members will receive a \$50 reimbursement if they join within 30 days of the course.

GREATER CINCINNATI
www.gcahu.com

Department of Labor General
Overview
February 20, 2020
[More Information](#)

NORTHEAST
www.neohua.com

Monthly Program
January 30, 2020
[More Information](#)

Swinging Into the New Year
January 30, 2020
[More Information](#)

Save the Date - 2020 Products Fair
March 18, 2020
[More Information](#)

NORTHWEST
www.nwoahu.org
2020 event schedule coming soon!

WESTERN RESERVE
www.wrahu.org
2020 event schedule coming soon!

LPRT

The NAHU Leading Producers Round Table (LPRT) committee is committed to making LPRT the premier program for top Health, Disability, Long-Term Care and Worksite Marketing Insurance producers, carrier reps, carrier management, and general agency/agency managers. LPRT offers membership benefits and exclusive LPRT events. [Read More](#)

TRIPLE CROWN PROGRAM

NAHU created the President's Triple Crown Program to recognize those members whose individual contributions to NAHU help advance the association's mission. It recognizes accomplishments in three key areas and can be won every

[Learn more and register](#)

HEALTHBENEFITSOHIO.ORG

Thank you to all of our members that have submitted your information for the Find An Agent link on the healthbenefitsohio.com website. ***If you have not yet submitted your information, please [click here](#) to do so.*** Your username is your Last Name and your password is your Member ID.

ALL OAHU AGENTS WHO WISH TO BE LISTED UNDER THE FIND AN AGENT SECTION MUST COMPLETE THIS FORM. *(Even if you have completed this form in past years)*

It is very important that you are listed on the healthbenefitsohio.com website and that your information is current. When we walk individuals through the site in “finding an agent” currently they are limited in who they have in their areas. Once you fill in your information it is submitted to our office and will be uploaded within 48 business hours.

CAREWORKS

The Ohio Association of Health Underwriters (OAHU) workers' compensation partnership with CareWorks Comp continues to generate significant savings and return-on investment for participating members. OAHU program participants in our group savings plans are projected to benefit from over \$4,000 on average in premium savings through the 2018 policy year. The OAHU program includes members across the spectrum of industries, including manufacturing, service, commercial and construction among others. More than three out of four members participating in our traditional group rating program are saving the maximum 53% allowed by the Ohio Bureau of Workers' Compensation (BWC).

In addition to our traditional group rating program, other OAHU program participants are enrolled in group retrospective rating. Through this program, employers initially pay premium based on their full individual merit rates, but have the opportunity to receive refunds of a portion of that premium based on their ability to prevent workplace accidents and manage claim costs. Participating group members can save more than 50% through the OAHU group retrospective rating program.

In addition to premium savings, CareWorks Comp provides OAHU program participants comprehensive claims management, hearing representation, unemployment consultation, risk management and safety services. CareWorks Comp is the largest third-party administrator in the state which provides resources to meet the unique needs of each member.

Start with a quote! Have your clients submit an AC3 for a no-cost, no-obligation program analysis. If you have any questions regarding the program or if you would like to become a producing agent simply call OAHU Program Manager Bob Nicoll at (800) 837-3200, ext. 58595 or email him at robert.nicoll@careworkscorp.com.

[OAHU Info Sheet](#)

[CWC Important Dates](#)

year by hundreds of members. [Read More](#)

BEST BENEFITS CLUB

As an OAHU member you are also a member of Best Benefits Club, a perks program which allows you to receive excellent discounts on a wide variety of quality products and services in Ohio and across the United States.

Go to www.bestbenefitsclub.com and click on LOGIN. Your first time visiting you will need to create a user account. The activation code you will need to enter for that is OAHU0613.

MEMBERSHIP CE

Effective August 1, 2017, OAHU received approval to offer to our members 4 hours of continuing education - just for attending association sponsored events! So even if an event at your local does not offer continuing education credits, this event will qualify for one event under the new membership CE! [Learn More](#)

NAHU CERTIFICATION

NAHU has created a customized PPACA Certification Course for chapters. Consultative classroom instruction combined with online study offers unique opportunities, online library study resources, final exam retakes and continuing education credits. NAHU provides top-notch instructors who are leading experts in the industry. Click here to see just a few serving NAHU. For further information, visit the classroom PPACA Certification Course page.

The PPACA Certification Course is also available online. Instruction will be delivered through NAHU's Online Learning Institute (OLI). For further information, visit the online PPACA Certification Course page. [Read More](#)

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